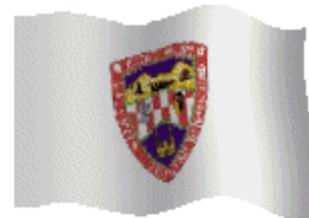




El Paso – Juarez – Las Cruces

Trade Mission to Spain



October 2013



OVERVIEW SLIDES

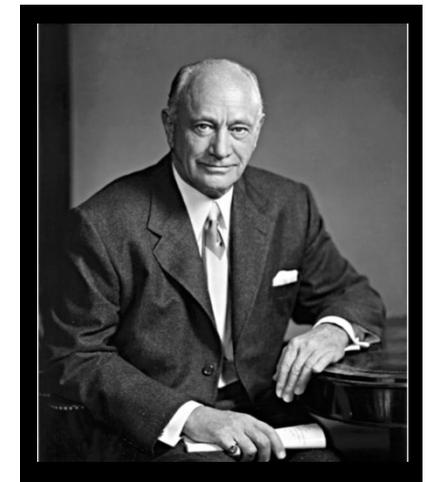
El Paso Del Norte



Our Most Famous Entrepreneur



“In this valley-- there is more light, more air, more space than any other place in the world. There is a vastness here and I believe that the people who are born here breathe that vastness into their soul. They dream big dreams and think big thoughts, because there is nothing to hem them in.”



Conrad Hilton

El Paso/Juarez is Unique...



2.7 M Population

\$87.9 B in US-Mexico trade crossed through ports in EP region in 2011
(18.0% of all US-Mexico trade)

Top 7 Mfg Locations in North America (233,600 empl)

Industrial Activity– Cd Juarez (72,000 new jobs since June '09)

- 335 “maquila” plants
- 70+ Fortune 500 companies
- 217,428 employees
- 1 of 6 “maquila” employees in MX
- \$8 billion annual purchases
- Minimum 69 related facilities in EP



More than 50,000 jobs in El Paso tied to Mexico

- 3,400 live in El Paso and work in Juarez
- 14,000 direct employment in El Paso related to maquila
- 30,000+ indirect employment in El Paso related to maquila
- \$1.4 - \$1.6 B retail trade in El Paso due to Mexican nationals (estimated 3,800 retail jobs)

Strategic Location



Three business models in a single location (Texas, New Mexico and Chihuahua)

110 Million North American consumers accessible within 24 hours by truck



Central Location...



El Paso to 8 Major Cities– Team Driver



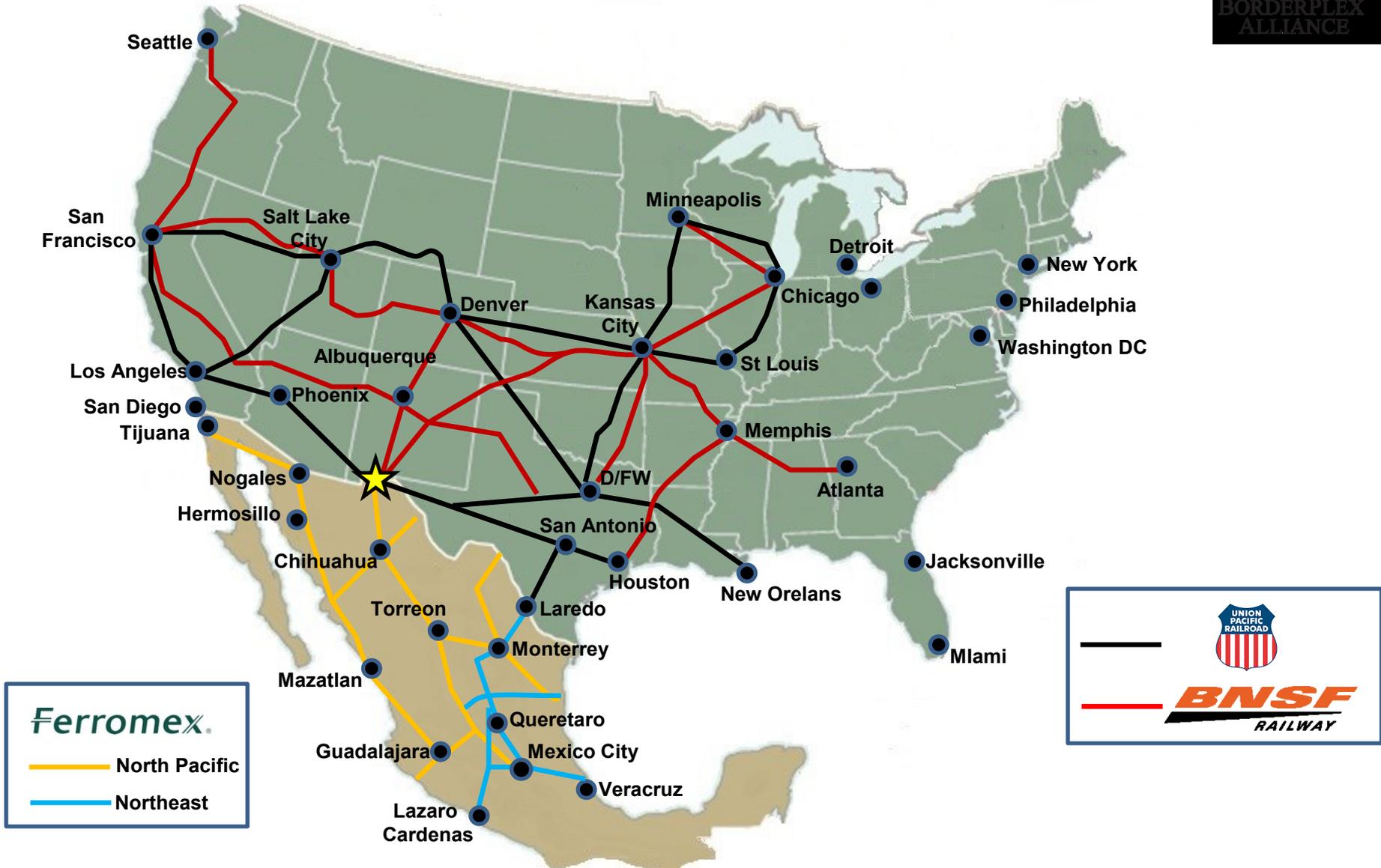
Interstate Connectivity...



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ALLIANCE



Rail Connectivity...



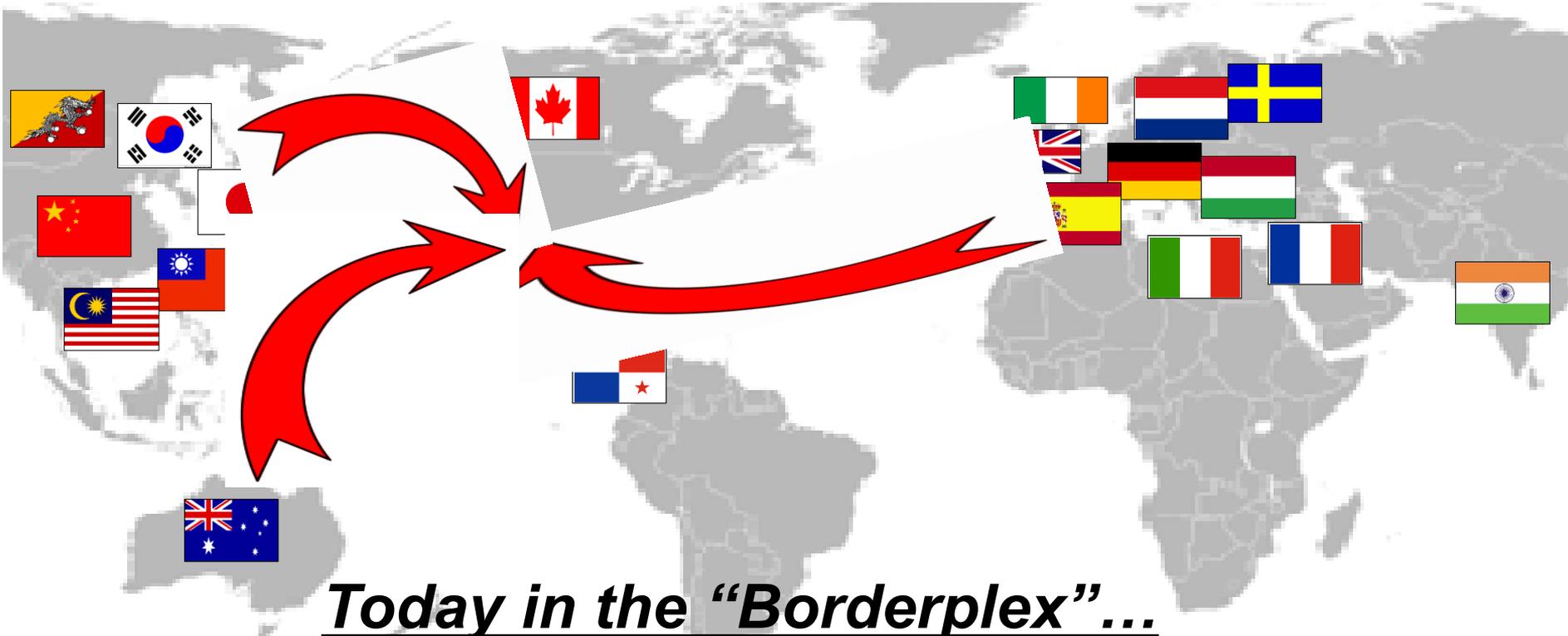


INTERNATIONAL TRADE

The World Is Convening Here



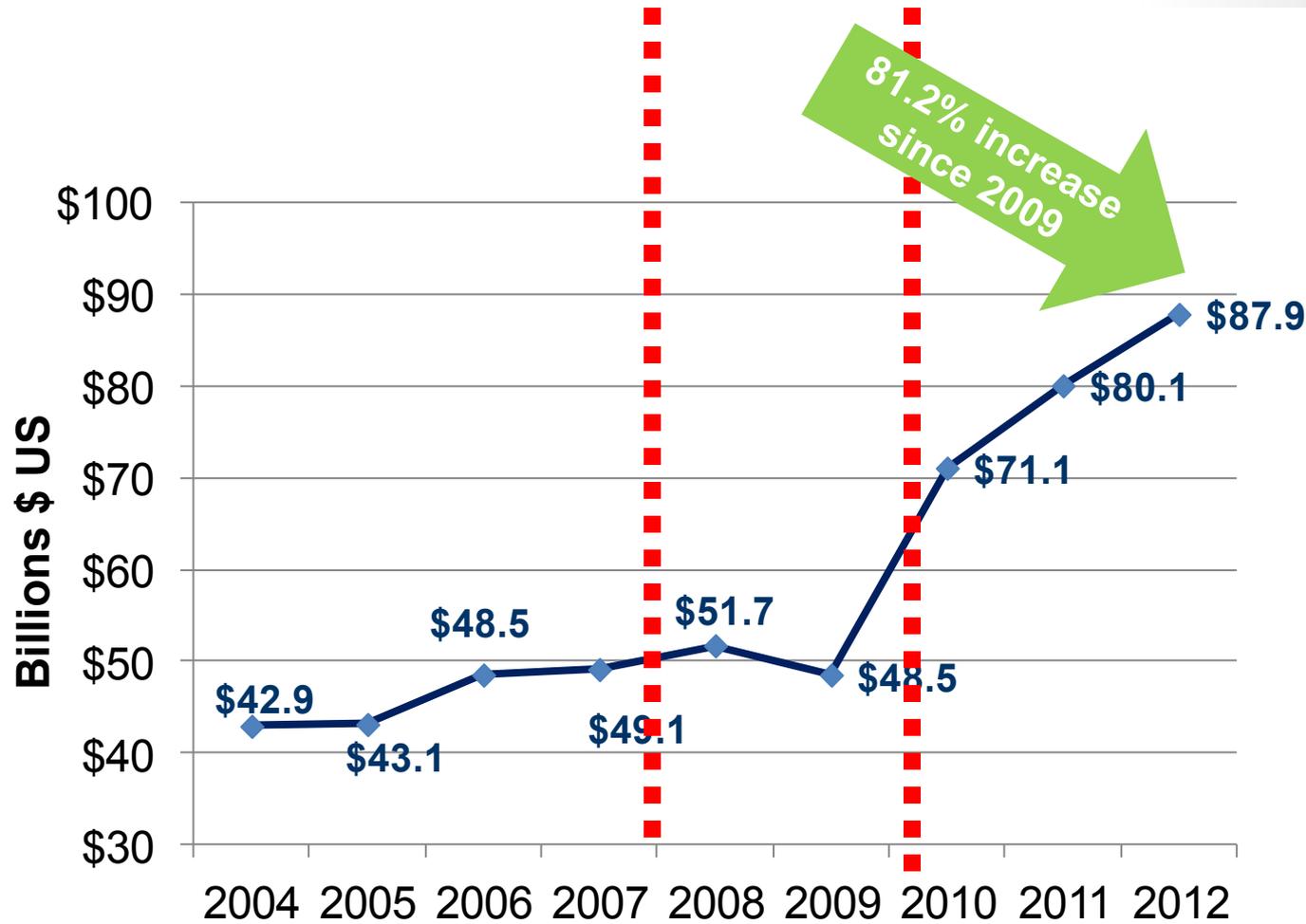
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ALLIANCE



Today in the “Borderplex”...

- over 75 companies....
- from 21 nations...
- provide more than 58,000 jobs

Cross-Border Trade (2004-2012)



Percentage of Total 2012 Trade Volume



Consumer Electronics
32.4%



Automotive
21.0%



Electrical Products
16.5%

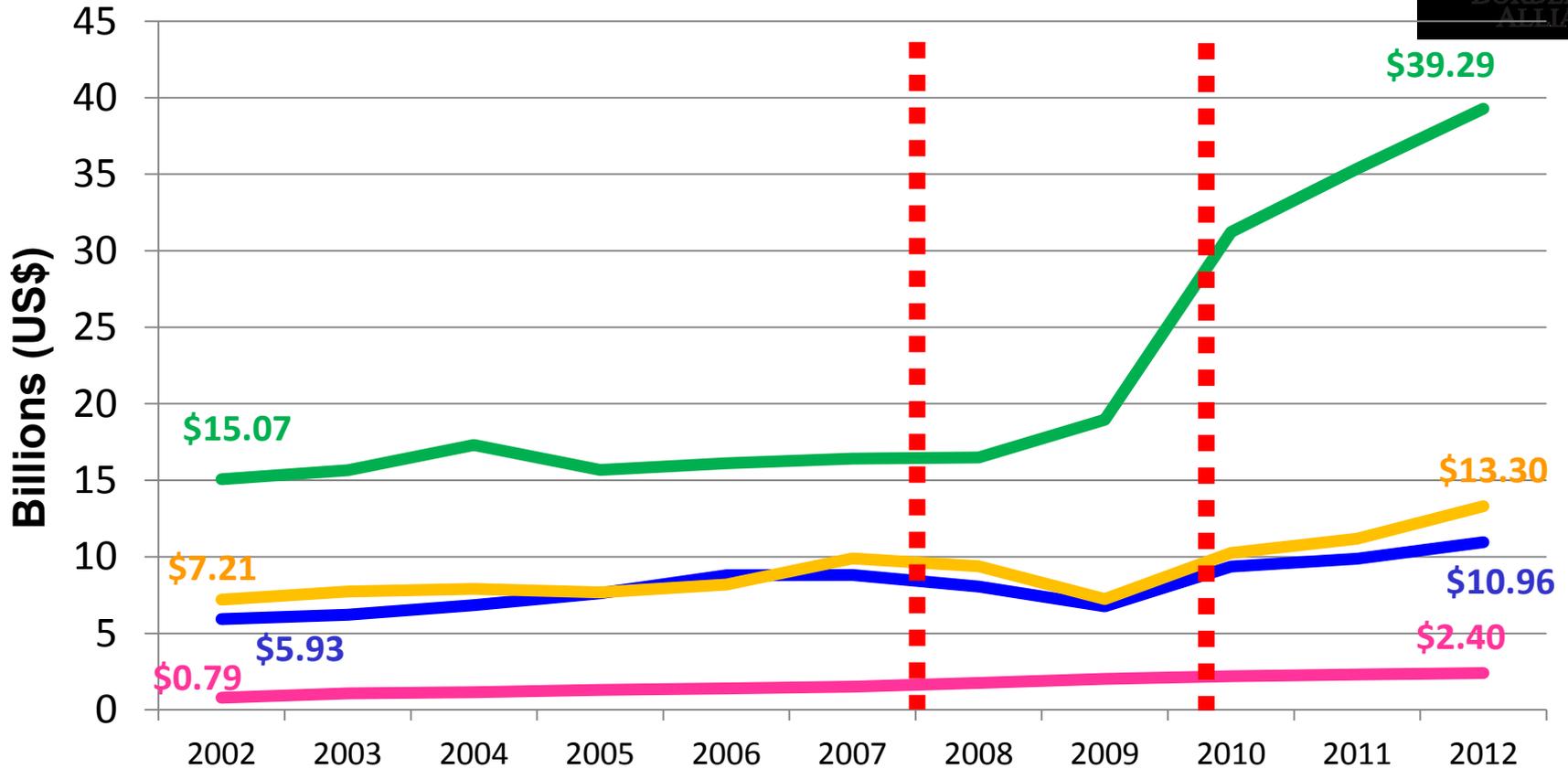


Medical Devices
4.9%

Source: U.S. Department of Commerce Bureau of the Census, Foreign Trade Division ; compiled by Texas Center for Trade & Enterprise Development, Texas A&M University, Updated Feb 2013

http://texascenter.tamui.edu/texcen_services/trade_activity.asp

Trade by Industry (2000-2012)



Percentage growth in trade volume 2009-2012



Electrical Products
62.1%



Consumer Electronics
107.2%



Medical Devices
18.2%

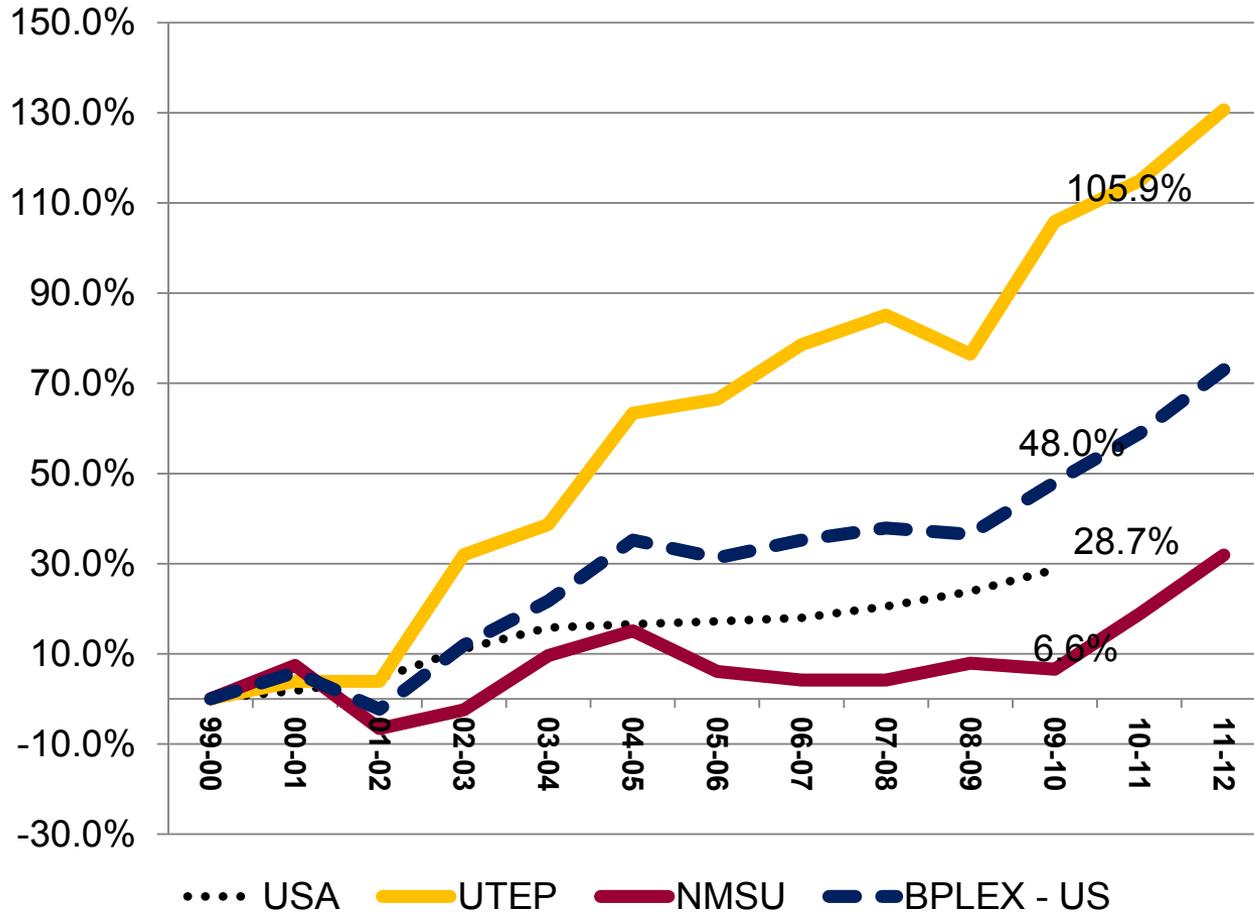


Automotive
84.0%



HIGHER EDUCATION & RESEARCH

Relative Change in STEM Graduates EP/Las Cruces Regional Universities vs USA (2000-2010)



Sources: UTEP, NMSU & National Center for Education Statistics; data retrieved February 2013

Regional Education Facts

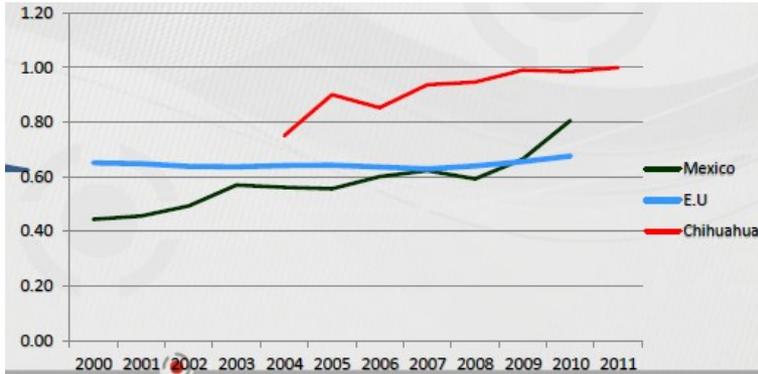


- Over 100,000 students attend college in the region
- UTEP has over 21 research centers focusing on innovation, technology, space, science, computers, energy, engineering and manufacturing.
- More than 10 additional research centers at NMSU and UACD.

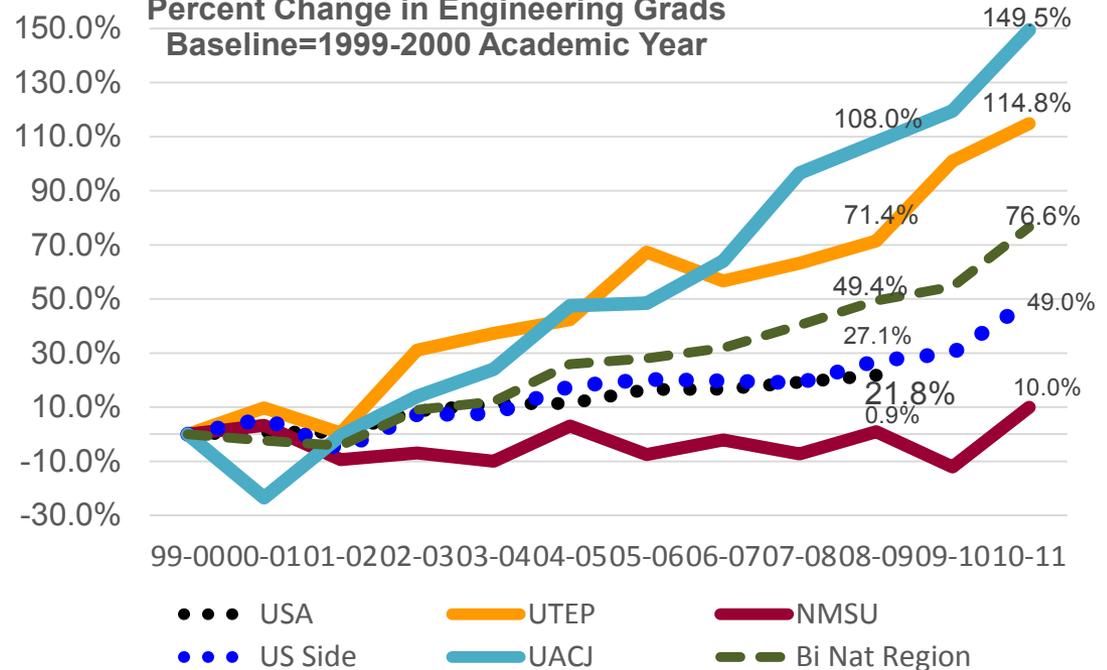
Growth in Engineering Talent



Engineering Grad Students Per 1,000 Citizens



Percent Change in Engineering Grads Baseline=1999-2000 Academic Year





INDUSTRY SECTORS

Primary Target Industries



**Military
Defense
Homeland Security**



**High Tech
Electronics**



Life Sciences



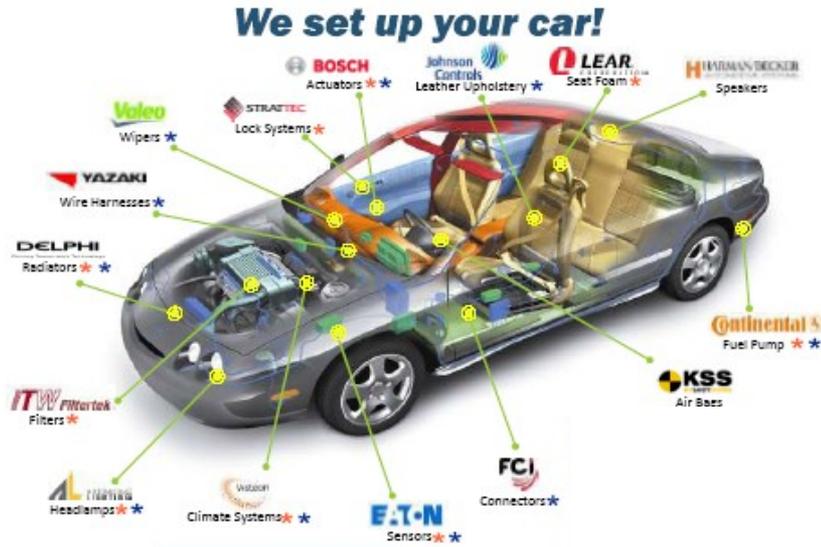
Automotive



Clean Technology



Automotive



Approximately
90,000 automotive employees
in region today
(Tier 2- 3 suppliers)

Certified Megasite

New Mexico
Texas

1,042 acres

Stan Roberts Sr Ave

17.2 mi to I-40

UNION PACIFIC

BNSF RAILWAY

Ferromex GRUPO MEXICO

Infrastructure Costs:	
Water	\$13.0 M
Sewer	\$ 4.0 M
Electric	\$ 1.5 M - \$ 5.0 M
Gas	\$ 1.3 M
Rail (1.5/2.0 mi)	\$ 4.2 M - \$ 5.0 M
Total Estimate:	\$24.0- \$28.3 M

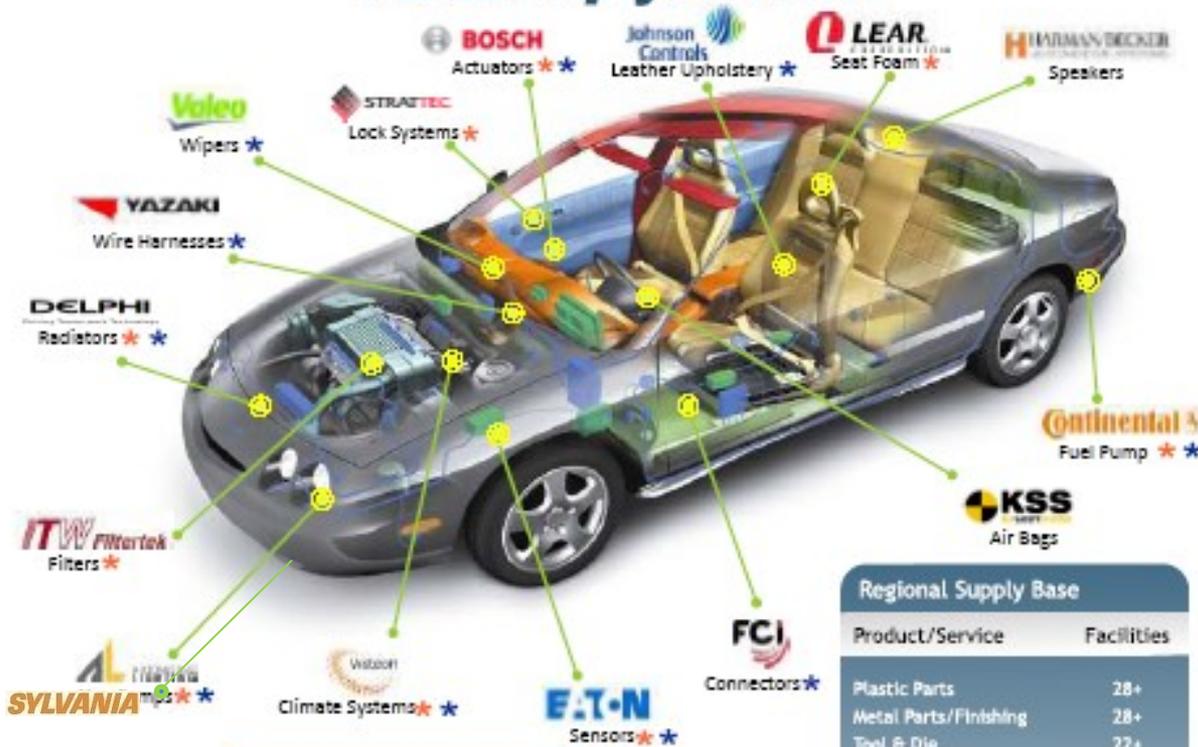
Selected companies...



One of the biggest industries in Ciudad Juarez is the automotive industry. The city hosts hundreds of automotive suppliers that manufacture nearly all the parts needed to assemble a car.

Ciudad Juarez has highly trained personnel in the automotive industry, the infrastructure and the perfect location for your business.

We set up your car!



El Paso - 72 different operations
New Mexico - 10 different operations
Juarez - 127 different operations

★ This product is manufacture or assemble by more than one company in Juarez.

★ The Company manufactures more products in Juarez than the stated above.

Regional Supply Base

Product/Service	Facilities
Plastic Parts	28+
Metal Parts/Finishing	28+
Tool & Die	22+
Wire	5
Seat Components	12
Wire Harnesses	41
Elec/Electronic Components	18
Engines & Components	13
Glass	2
Other	5+



Delphi Mexico Technical Center (MTC)

Located in Ciudad Juarez and founded in 1995, the MTC is a research and development center focused on the design, development, testing and validation of products that serve hundreds of customers around the world.

Delphi is a leading global supplier of electronics and technologies for automotive, commercial vehicle and other market segments. Operating major technical centers, manufacturing sites and customer support facilities in 30 countries, Delphi delivers real-world innovations that make products smarter and safer as well as more powerful and efficient.

In Mexico, Delphi operates 48 manufacturing sites in 20 cities and the MTC Engineering Center in Juarez. The MTC has 2000 employees, and among them are more than 1300 engineers and technicians from different fields: Mechanical, Electrical, Chemical, Electronics, Acoustical, Manufacturing, Process, Software, Ergonomics and Statistical.

Mexico Technical Center laboratories and engineering services provides OEM manufacturers and component suppliers with state-of-the-art test equipment for a wide variety of applications such vibration tables for packaging validation, chemical and metallurgical analysis for material characterization, rapid prototype for product dimensional evaluation, etc.

MTC Testing Service offers customer complete testing and validation resources that can help enhance confidence in product development. Perfected over years of collaboration with major vehicle manufacturers and other industries manufacturers, Delphi MTC's testing services are conducted by an expert staff that understands the challenges facing today's manufacture.

Regional Aerospace Industry



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SAFRAN Labinal

MOTION INDUSTRIES

H. E. Petsche Co.

TEXTRON International

ZODIAC AEROSPACE

Soisa

Cessna
A Textron Company

Honeywell

SOURIAU
Connection Technology

CAV AEROSPACE

MITIGITCO

MANOR INDUSTRIES

Kaman Aerospace
KAMAN

MFCo

B/E AEROSPACE

Capacite Aerospace, Inc.

THE NORDAM GROUP

JBT AeroTech Services

AEROSAN

Precision Omega

JABIL

ENTERR AEROSPACE

INDUSTRIAS JOSAR S.A. DE C.V.

Cambrian Industries

ELECTRO SWITCH CORP.

Fokker

ARRPRIOR Aerospace Inc.
Excellence

LOCKHEED MARTIN

BOEING

Clean Tech



Selected companies...



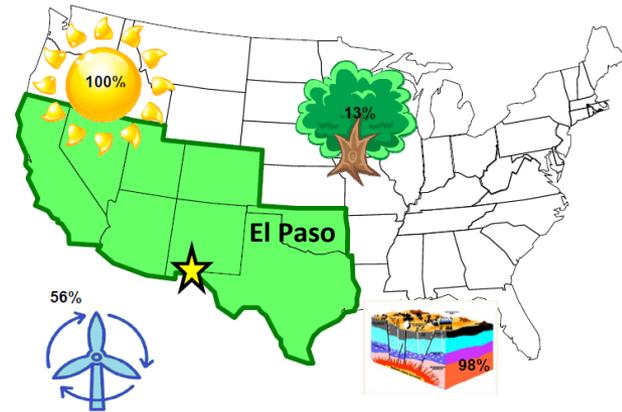
JOHNSON PLATE & TOWER



FLEXTRONICS

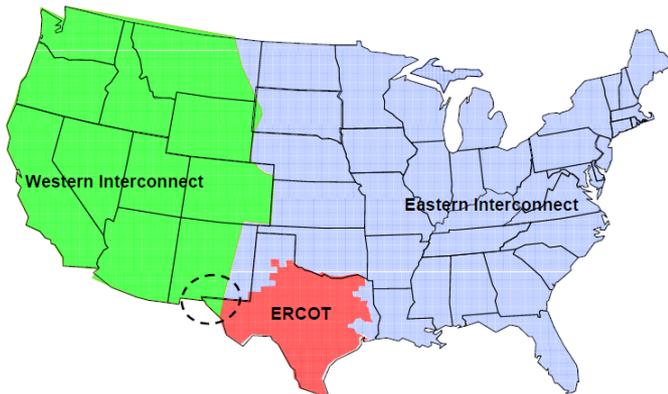
Location

70% of electricity (utility scale) from solar, wind & geothermal sources is generated in the Southwest



Location

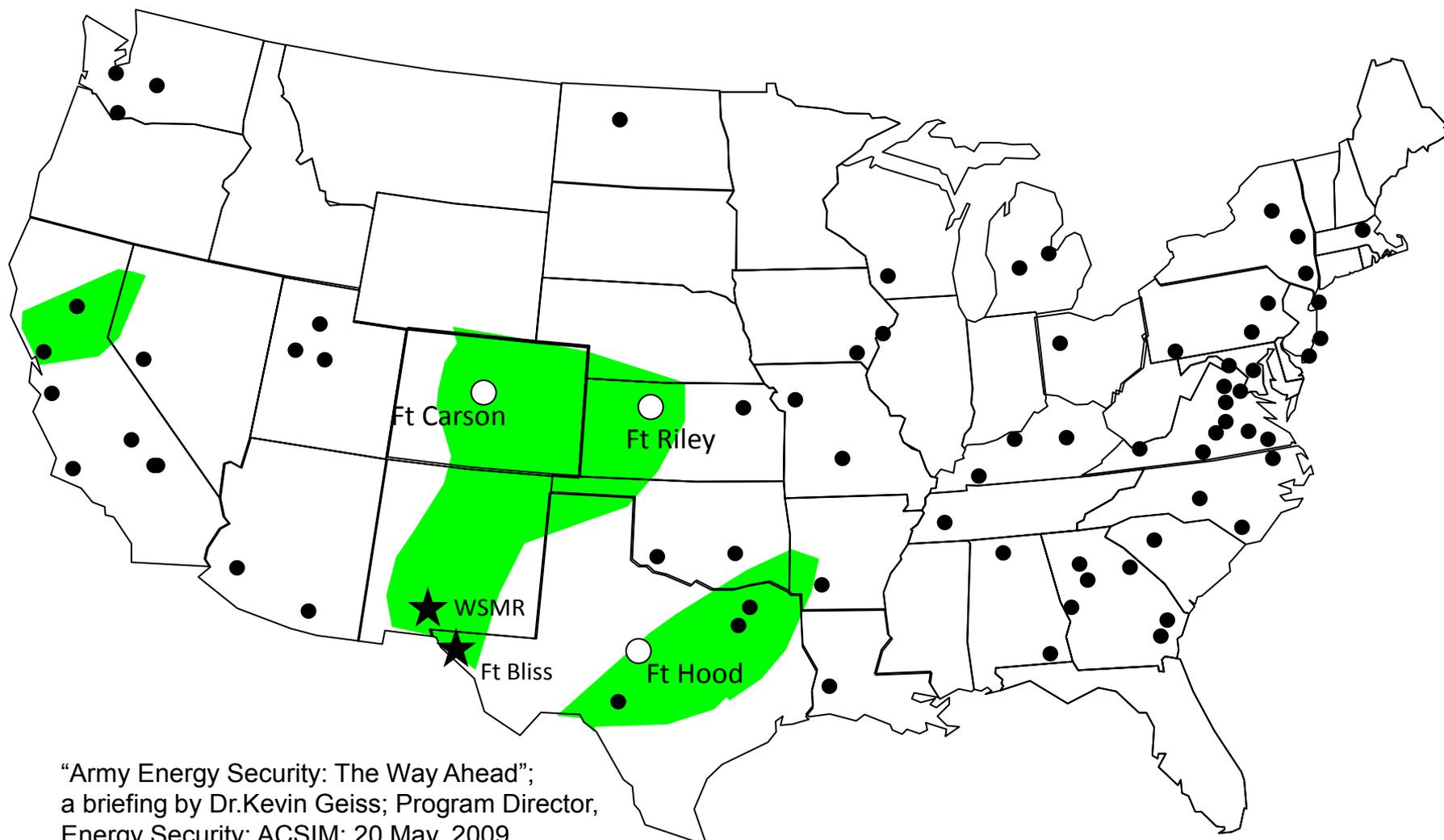
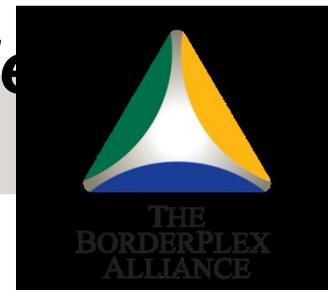
Nexus of the nation's 3 electric grids



Opportunities

- Utility scale generation
- Deployable systems
- Test & Certification Center
- Focus on Cost and Efficiency

Army Regions Identified Having Possibilities In Solar, Wind and Geothermal



Source: "Army Energy Security: The Way Ahead";
a briefing by Dr. Kevin Geiss; Program Director,
Energy Security; ACSIM; 20 May, 2009

Defense/ Homeland Security



Selected companies...



Ft Bliss adding 24,000 personnel
2006-2012

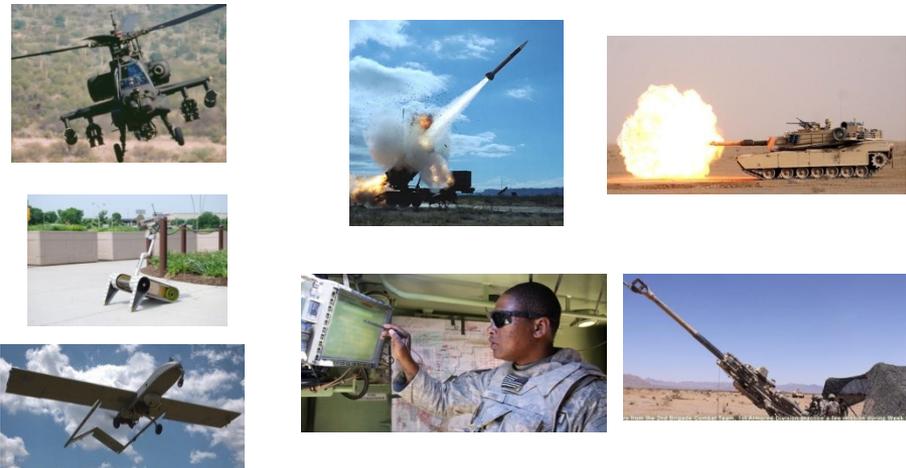
More than 1,200 scientists and
engineers graduate annually
from UTEP and NMSU

Ft Bliss designated “net zero” by 2015

Unparalleled RDTE environment at Bliss/WSMR

- Army’s largest land/air space
- Most diverse concentration of combat units in Army
- Presence of BMC and AETF

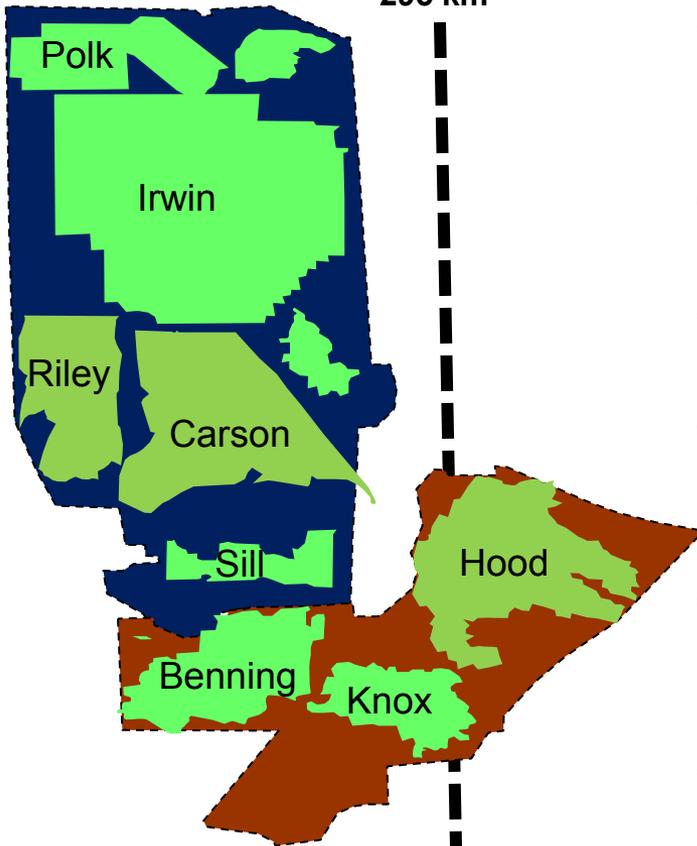
Mission Diversity – Network Integration



Regional Military Complex (Ft Bliss, WSMR, HAFB)



183 Miles
295 km



- **BRAC 2005– most significant growth/investment since WWII at any installation (+21,764)**
- **#1 in Army military value (out of 97 installations)**
- **HQ 1st Armored Division**
- **Centerpiece for Army modernization (Brigade Modernization Command)**
- **One of two Army “net zero pilot installations; RFP soon for 20 MW solar project (Army’s largest)**
- **Current/ongoing Army restructuring efforts may impact Bliss and other Texas installations**

3.2 million acres

40% of US Army’s usable land space

Life Sciences



Nearly 300 FDA-registered medical devices made in EP/J

- General / Plastic Surg (101)
- GI & Urology (42)
- Cardiovascular (38)

America's future is in El Paso today!



82% of El Paso's 800,000 residents are of Hispanic-origin. This demographic will grow faster than any other group by mid-century, contributing 45 percent of the Nation's population growth from 2010 to 2030, and 60 percent from 2030 to 2050.

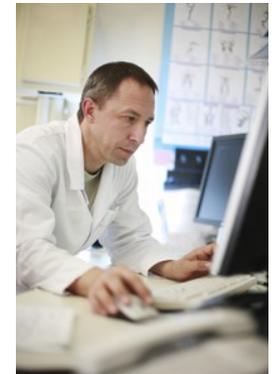
Selected companies...



TEXAS TECH UNIVERSITY
HEALTH SCIENCES CENTER,
Office of Communications

Research Centers:

- Cancer
- Diabetes
- Infectious Disease
- Neurosciences



High Tech Electronics



Over 700 engineers graduate annually from UTEP & NMSU

- 40% of graduates in Computer Engineering, Electrical Engineering, or Computer Science
- Keck Center at UTEP is developing next generation electronics packaging

North American Center for Production

- Smartphones
- Tablets
- HDTV
- Servers
- Laptops
- Controllers...

Selected companies...

FOXCONN

wistron

TATUNG

ENlight

FLEXTRONICS



TOSHIBA

PEGATRON

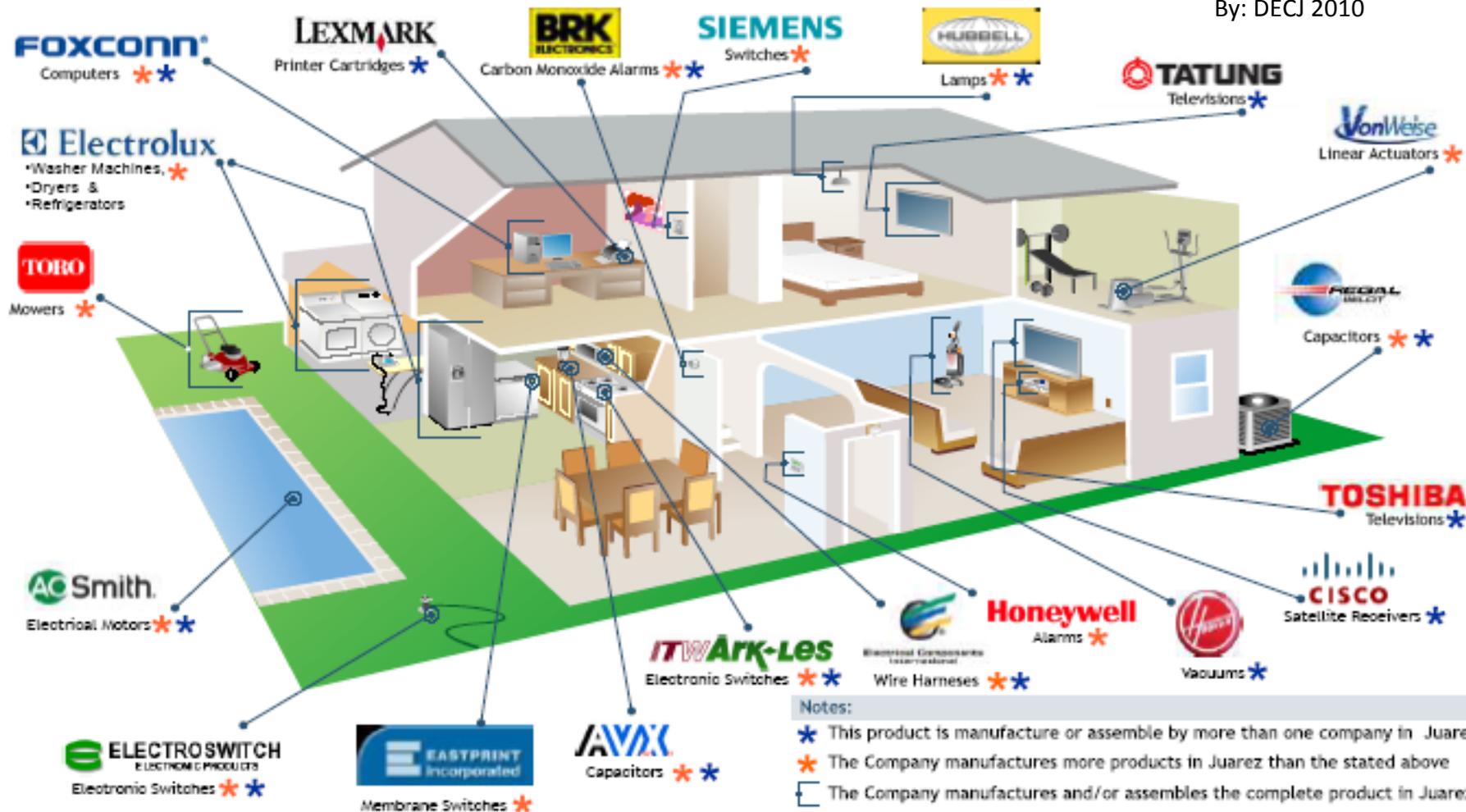
Over 110 million consumers within
1-day truck transport



The electric/electronic is one of the fastest growing industries in Ciudad Juarez. With more than 40 years of experience the city's manufacturing portfolio includes nearly all branches of electric/electronic products.

We set up your home!

By: DECJ 2010



Notes:

- * This product is manufacture or assemble by more than one company in Juarez
- ** The Company manufactures more products in Juarez than the stated above
- ☐ The Company manufactures and/or assembles the complete product in Juarez
- ⊕ The Company manufactures and/or assembles a part of the product in Juarez

Information and Communications Technology



Over 700 engineers graduate annually from UTEP & NMSU

- 40% of graduates in Computer Engineering, Electrical Engineering, or Computer Science
- Keck Center at UTEP is developing next generation electronics packaging

Software Development Companies in the Region



PHILIPS
Healthcare

ICT Equipment Companies in the Region...



MOTOROLA



Over 110 million consumers within 1-day truck transport



2012-13 Expansions



Honeywell



M V P
Plastics



ILC DOVER



Juarez– American City of the Future



Large City Category
500,000 – 2,000,000 population



2013
#4 Most Cost Effective

2009
#2 Most Cost Effective

2007
Overall Winner
Most Cost Effective
Top 5 Infrastructure

Judging Criteria

Economic Potential: % Population under 25, avg. annual earnings, FDI, fiscal balance

Cost Effectiveness: purchase, rental cost office and industrial, salaries, utilities cost

Human Resources: university and research, level education, % city population, training programs

Quality of Life: housing, avg. purchase cost, healthcare facilities, cultural and environmental heritage

Infrastructure: strategic transport links, mobile phones, internet connection-bandwidth

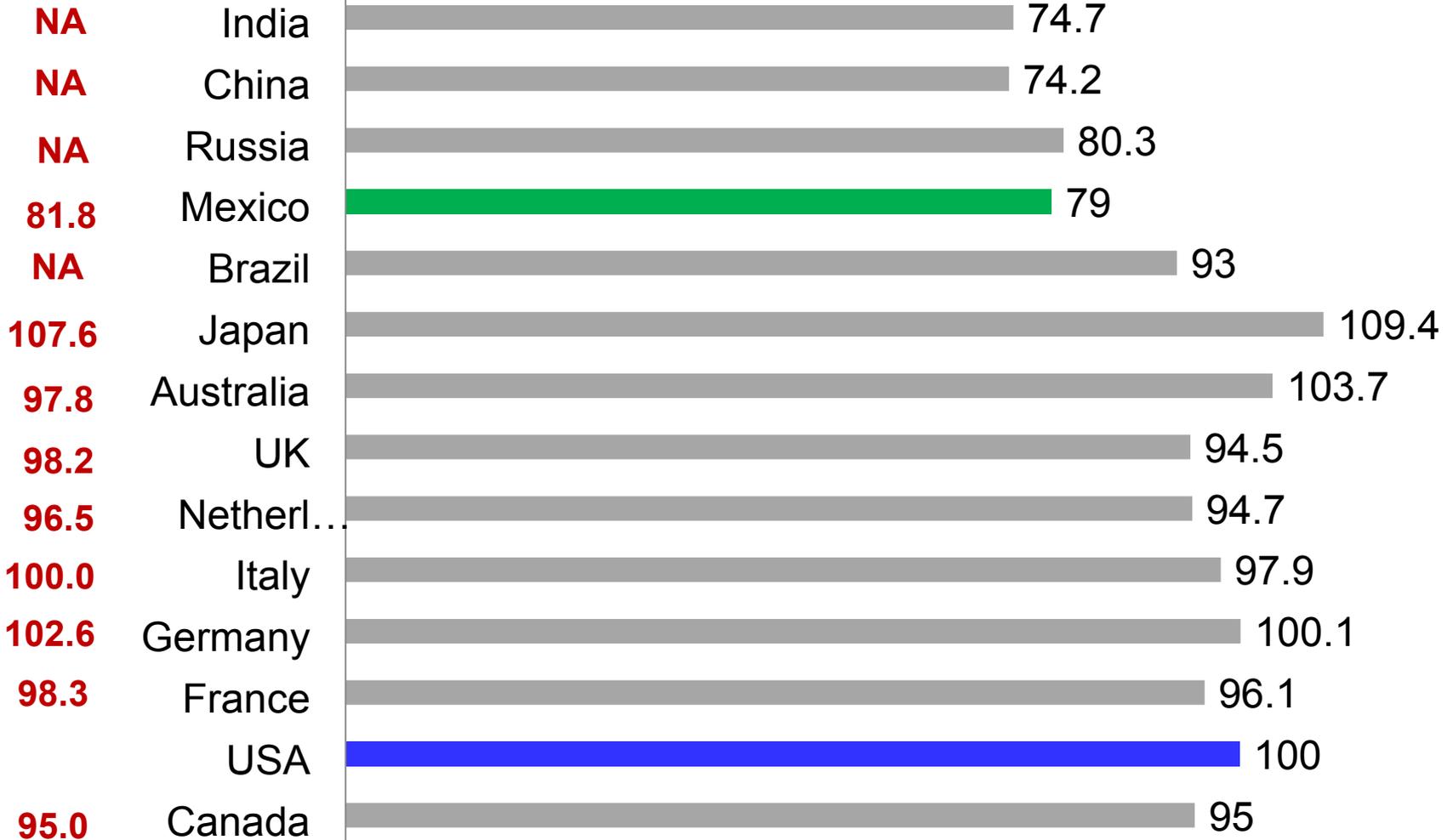
Business Friendliness: corporate taxation, property tax, num. out state companies, jobs created

FDI Promotion Strategy: sectors targeted, infrastructure planning projects, non-financial support

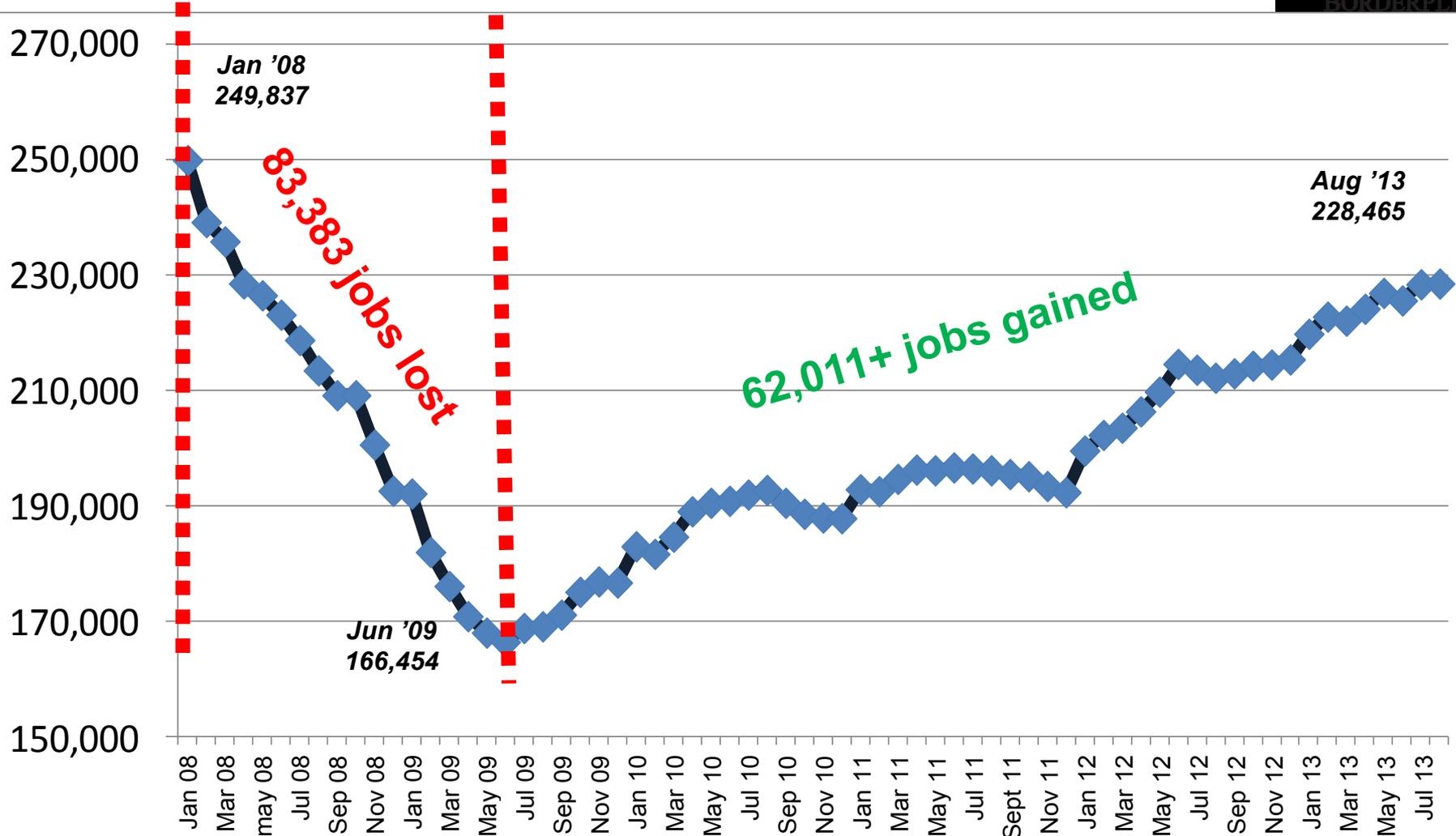
International Cost Comparisons vs United States(2012)



2010



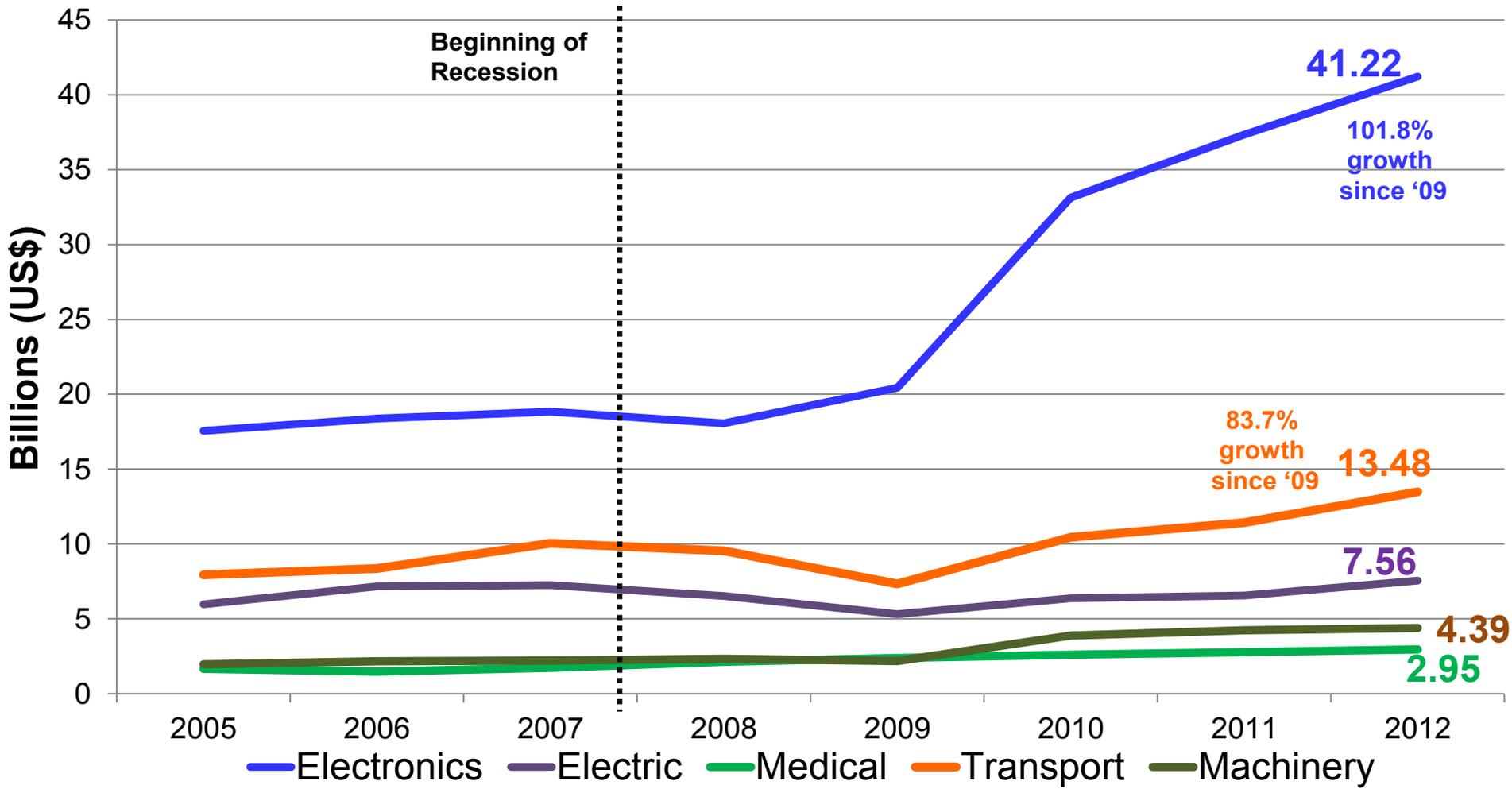
Juarez Maquila Employment



Approximately 32,138 manufacturing workers are employed by in maquilas in Juarez but are on payrolls of staffing agencies. 93.8% are hourly or technical workers. (June 2013)

Major Trade Sectors: 2005-2012

El Paso District #24



Source: U.S. Department of Commerce Bureau of the Census, Foreign Trade Division



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Snapshot: EB-5 Program



THE FACTS

THE AGREEMENT

The City Council entered an exclusive, public-private partnership to establish the city's official EB-5 regional center.

OUR PARTNERS

The City of El Paso entered into a contract with Dallas-based Civitas Capital Management. Civitas also operates the City of Dallas Regional Center which has funded or is currently funding more than \$169 million of EB-5 capital and created more than

OTHER EB-5 PROGRAMS

There are about 243 EB-5 centers in the U.S. and about 18 in Texas.

CITY OF EL PASO INITIATIVE ENCOURAGES FOREIGN INVESTMENT

In September 2012, the City of El Paso partnered with Civitas Capital Management to establish the city's official EB-5 regional center. The Civitas El Paso Regional Center will greatly enhance the city's economic landscape by enabling qualified international investors to receive permanent U.S. residency by contributing a minimum of \$500,000 in local development projects that must create or retain at least 10 full-time jobs per investor. While the new regional center awaits approval

From U.S. Citizenship and Immigration Services (USCIS) to commence operations, Civitas will work closely with the City of El Paso's Economic Development Division to determine which projects will meet the program's rigorous requirements and further city's economic development goals. To provide the highest quality investment opportunities to investors around the world.



love el paso
grow el paso

Thank You!



EL PASO INTERNATIONAL AIRPORT

